A3140-1.5-U

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 6 September 1991

SOUTHERN REGION (SCPA)

Alabama A&M University
University of Alabama
University of Alabama-Engineering
University of Alabama-Birmingham
Auburn University
Augusta College
Averett College
Bellarmine College
Berry College
Catawba College
University of Central Florida
Centre College
The Citadel, Military College of South Carolina
Clemson University
Duke University
Duke University-Fuqua School of Business
East Carolina University
Eastern Kentucky University
East Tennessee State University
Elon College
Emory University-Business
Florida Atlantic University
Florida Institute of Technology
Florida State University
University of Florida
Georgia College
Georgia Institute of Technology
Georgia Southern College
Georgia Southwestern College
Georgia State University
University of Georgia
Hampton University
Jacksonville University
University of Kentucky
Louisiana College
Louisiana State University
University of Louisville
University of Louisville - Engineering
Mars Hill College
Mary Washington College
Memphis State University
Mercer University - Atlanta
Middle Tennessee State University
Millsaps College
Mississippi State University
University of Mississippi
University of Montevallo
Morehead State University
Morris College
North Carolina A&T State University
North Carolina Central University
North Carolina State University - Textiles
University of North Carolina - Asheville
University of North Carolina - Chapel Hill
University of North Carolina - Greensboro
Northeast Louisiana University
Northern Kentucky University
University of North Florida
Oglethorpe University
Old Dominion University
Institute of Paper & Science
Presbyterian College
Queens College
Randolph-Macon Woman's College
Ringling School of Art & Design
Rollins College
St. Augustine's College
Samford university
University of South Alabama
University of South Carolina
University of South Carolina-Aiken
University of South Carolina - Coastal
University of South Carolina - Spartanburg
Southern College of Technology
University of Southern Mississippi
University of South Florida
Spring Hill College
Tennessee Tech University
University of Tennessee - Chattanooga
University of Tennessee - Knoxville
Tulane University
Valdosta State College
Vanderbilt University
Vanderbilt Unviersity - Owen Graduate School of Management
Virginia Tech & State University
University of Virginia
Wake Forest University
Wake Forest University - Babcock Graduate School of Management
Western Carolina University
Western Kentucky University
West Georgia College
College of William & Mary
Winthrop College
Wofford College
Xavier University of Louisiana

The career planning & placement offices that participate in the Salary Survey are divided into seven geographic regions. The participants listed above comprise the **Southern** Region.

The data are based on salary offers made to students graduating between September 1, 1990 and August 31, 1910. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (June 5, 1991, through August 9, 1991) and cumulatively (September 1, 1990, and August 9, 1991).

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BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 6/5/91 THROUGH 8/9/91

CUMULATIVE PERIOD 9/1/91 THROUGH 8/9/91

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH
BUSINESS														
ACCOUNTING	98	834	$26050	$26777	$31000	$26000	$20000	409	3608	$25493	$26642	$30000	$26000	$20000
BUSINESS ADMIN (INCL MGMT	140	572	23670	24700	28500	22750	20000	299	1538	23159	24019	30000	22020	18000
DISTRIBUTION MANAGEMENT	+	10	+	26335				1	28	26400	27081	*	*	*
ECONOM & FINANCE (BANKING	69	482	24363	25575	30000	23000	20000	245	1720	23712	25819	29200	23000	18000
HOTEL/RESTAURANT MGMT.	5	31	20100	21577	*	*	*	18	149	20911	21220	*	*	*
HUMAN RSRCS (incl LABOR R	11	31	22645	23052	*	*	*	57	124	23987	23812	30000	24000	19200
MANAGEMENT INFO SYSTEMS	15	97	26129	27656	*	*	*	49	419	26282	28237	30000	27000	21500
MARKETING/MARK MGMT (RESR	64	393	21734	23330	25200	21000	19200	250	1473	22715	23713	29000	22000	18000
REAL ESTATE	+	5	+	23000				3	12	19273	21693	*	*	*
COMMUNICATIONS														
ADVERTISING	7	38	19543	20985	*	*	*	18	89	19833	21490	*	*	*
COMMUNICATIONS	16	116	20761	21495	*	*	*	39	309	20361	21852	25515	21000	14000
JOURNALISM	4	44	20140	18031	*	*	*	17	147	19121	19821	*	*	*
TELECOMMUN/BROADCASTING	1	19	16000	19400	*	*	*	3	71	18667	22321	*	*	*
EDUCATION														
ELEMENTARY EDUCATION	20	238	19562	18733	23000	18670	17800	79	511	21172	19439	26000	21400	15086
PRE-ELEMENTARY EDUCATION	1	11	15086	17063	*	*	*	8	41	21166	16724	*	*	*
PHYSICAL EDUCATION	2	17	25500	21540	*	*	*	11	46	21677	20137	*	*	*
SPECIAL EDUCATION	3	41	21163	20454	*	*	*	10	91	22133	21536	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	3	5	17937	17762	*	*	*	10	32	20131	20628	*	*	*
TEXTILES & CLOTHING	22	33	20309	20269	20600	20000	20000	36	115	21288	20940	25000	20000	20000
MERCHANDISING MANAGEMENT	+	5	+	20532				5	49	19660	20967	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	4	33	21629	21405	*	*	*	8	69	21558	21526	*	*	*
LETTERS (incl English, Li	32	97	25372	22444	31500	25650	21000	58	208	23396	21937	28000	22000	18000
VISUAL & PERFORMING ARTS	3	42	20167	20315	*	*	*	11	105	21518	19913	*	*	*
HUMANITIES - OTHER	+	39	+	25081				4	119	17375	23567	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	3	20	22500	24446	*	*	*	10	78	20974	22280	*	*	*
HISTORY	17	48	26157	23408	*	*	*	32	116	25480	23441	30000	25000	20000
POLITICAL SCIENCE/GOVT	22	87	24141	23537	28500	25000	19200	51	218	23610	23252	28000	24000	18500
PSYCHOLOGY	14	81	21537	20519	*	*	*	37	232	20135	20541	26000	20820	13520
SOCIOLOGY	4	31	22750	21065	*	*	*	19	94	20994	20431	*	*	*
SOCIAL SCIENCES-OTHER	8	50	24902	20966	*	*	*	26	177	19870	21375	25500	20000	15000
ENGINEERING														
AEROSPACE & AERONAUTICAL	4	45	28023	31302	*	*	*	9	168	27995	30667	*	*	*
AGRICULTURAL	2	6	24250	26161	*	*	*	2	45	24250	30249	*	*	*
ARCHITECTURAL	4	17	27860	28049	*	*	*	4	67	27860	30396	*	*	*
BIOENGINEERING & BIOMEDIC	+	2	+	34100				+	11	+	30391			
CHEMICAL	52	303	37892	37989	40700	38000	36000	160	1655	37043	37492	40000	37586	34500
CIVIL	34	257	29664	29634	34700	28964	25000	106	1086	30053	29658	36400	29200	26000
COMPUTER	4	42	28561	31860	*	*	*	25	243	30978	32280	35100	32200	26000
ELECTRICAL/ELECTRONIC	84	501	31599	33191	36000	32334	25000	295	2141	32240	33190	37200	33000	26525

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/5/91 THROUGH 8/9/91							CUMULATIVE PERIOD 9/1/91 THROUGH 8/9/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	5	+	$25317				+	11	+	$27317			
INDUSTRIAL	36	131	$30316	31597	$34500	$31250	$24000	64	545	$30913	32131	$34800	$31650	$27000
MECHANICAL	58	538	33057	33971	38400	33750	27000	280	2431	32617	33999	37500	33500	26252
METALLURGICAL	1	26	31000	32810	*	*	*	7	177	30990	33314	*	*	*
MINING (INCL GEOLOGICAL)	1	29	35500	32126	*	*	*	1	77	35500	31738	*	*	*
NUCLEAR	2	12	27540	31699	*	*	*	3	33	27460	32175	*	*	*
PETROLEUM	+	17	+	37924				+	198	+	38882			
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	12	174	31528	30513	*	*	*	25	354	30004	30098	34200	30960	26500
INDUSTRIAL TECHNOLOGY	7	41	27000	28197	*	*	*	9	76	26300	28403	*	*	*
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	1	36	20000	24387	*	*	*	7	110	22357	23552	*	*	*
ANIMAL SCIENCES	+	9	+	19578				2	38	20670	21851	*	*	*
PLANT SCIENCES	+	9	+	23659				+	24	+	21459			
NATURAL RESOURCES	1	8	21000	22472	*	*	*	2	20	19200	21342	*	*	*
OTHER AGRICULTURAL SCIENC	2	18	20000	22742	*	*	*	11	55	22655	23694	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	33	331	28696	30732	34700	27500	23000	106	1093	28620	30696	34147	28950	22000
COMPUTER PROGRAMMING	2	6	24250	26500	*	*	*	17	41	28749	27111	*	*	*
INFORMATION SCIENCES & SY	+	22	+	28066				24	222	27809	29218	30000	28300	23500
SYSTEMS ANALYSIS	2	9	19598	27599	*	*	*	5	17	23471	27521	*	*	*
HEALTH SCIENCES														
ALLIED HEALTH	10	22	32386	27957	*	*	*	14	177	29918	29443	*	*	*
HEALTH SCIENCES	+	9	+	26056				8	50	18594	21861	*	*	*
NURSING	55	142	25858	27476	29760	25000	22500	75	392	26901	29596	30000	26000	23400
PHARMACY	27	68	40239	39611	44000	41600	34382	67	124	39572	39533	44000	39520	34382
SCIENCES														
ACTUARIAL	1	10	29700	29008	*	*	*	1	36	29700	31392	*	*	*
ARCHITECTURAL & ENVIRONME	1	11	24000	23464	*	*	*	4	29	27425	26017	*	*	*
BIOLOGICAL	5	29	21612	22887	*	*	*	13	90	21640	21917	*	*	*
CHEMISTRY	2	24	36436	25927	*	*	*	8	104	27909	26836	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	6	+	28837				1	33	29500	28463	*	*	*
MATHEMATICS	16	87	27626	26238	*	*	*	47	249	27187	27370	33500	28000	21000
PHYSICS	+	29	+	29732				3	50	29300	29227	*	*	*
OTHER PHYSICAL & EARTH SC	+	9	+	23406				+	16	+	24140			
POLYMER SCIENCE	+	+	+	+				1	3	32600	34367	*	*	*
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	1047	6590						3229	24279					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/5/91 THROUGH 8/9/91							CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	56	653	$26755	$27522	$31000	$27750	$22000	270	2697	$26384	$27246	$30700	$27000	$22000
ACCOUNTING (PRIVATE)	33	226	25027	24600	30000	25930	20000	139	1001	23511	25049	28400	24000	18000
COMMERCIAL BANKING (CNSMR	26	58	23458	23217	25800	23750	21000	74	165	21933	22408	25000	23000	18000
COMMERCIAL BANKING (LENDG	5	65	23900	23338	*	*	*	11	202	22818	23638	*	*	*
INVESTMT BANKING (CORP FN	3	25	33200	29594	*	*	*	9	68	30122	29245	*	*	*
INVESTMT BANKNG (M & A)	+	3	+	24980				+	8	+	28493			
INVESTMT BANKG (REAL EST)	+	6	+	23107				1	12	17500	22428	*	*	*
INVESTMT BANKG (SALES & T	+	20	+	23612				2	46	17500	24270	*	*	*
FINANCIAL/TREASURY ANALYS	19	140	27470	26439	*	*	*	48	544	26399	27184	32000	27000	20000
PORTFOLIO MGMT/BROKERAGE	2	15	24500	23987	*	*	*	13	65	24300	24872	*	*	*
UNDERWRITING	9	61	25471	25246	*	*	*	34	200	23372	24681	26000	24000	20000
INSURANCE - CLAIMS	15	66	23251	23773	*	*	*	34	179	22530	23149	25515	22000	20000
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	2	22	20250	21951	*	*	*	10	54	19640	21100	*	*	*
MEDIA PLANNING	+	13	+	22155				2	30	18000	21065	*	*	*
REPORTING	2	10	13280	15600	*	*	*	6	32	14053	17540	*	*	*
PRODUCTION	2	43	24000	29100	*	*	*	6	98	19003	26403	*	*	*
PUBLIC RELATIONS	3	32	18667	21669	*	*	*	13	86	20775	20912	*	*	*
WRITING / EDITING	2	25	14760	20773	*	*	*	6	63	19087	20711	*	*	*
MARKETING														
ADVERTISING	3	23	19600	19795	*	*	*	10	66	21010	20815	*	*	*
BRAND/PRODUCT MANAGEMENT	7	56	26200	25978	*	*	*	33	181	24721	24918	31800	23000	19000
BUYER/MERCHANDISING	8	76	23725	23642	*	*	*	31	379	22726	23542	27000	22750	21000
DISTRIBUTION	2	26	23700	23575	*	*	*	11	72	22302	25157	*	*	*
MARKET RESEARCH	1	29	24000	22966	*	*	*	19	106	25282	24769	*	*	*
PURCHASING	1	30	29224	27757	*	*	*	3	62	24575	27736	*	*	*
SALES	80	490	24638	24838	30300	25000	20000	267	1570	24234	25205	31000	25000	18000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	2	16	23800	23365	*	*	*	4	48	22475	21632	*	*	*
FINANC,TAXA, MONETARY POL	12	35	26001	23906	*	*	*	26	115	23685	23036	25930	22715	16900
ECONOMIC PROGRAMS	3	12	21000	21793	*	*	*	6	29	22736	21751	*	*	*
LAW ENFORCEMENT	6	22	22303	23995	*	*	*	22	81	21458	23325	25000	21000	19000
MILITARY	10	27	24390	25370	*	*	*	33	82	23821	24240	26000	24025	21000
NATIONAL SECURITY	1	4	24000	23950	*	*	*	2	13	22000	21877	*	*	*
URBAN / REGIONAL PLANNING	2	19	21640	26008	*	*	*	7	29	21729	23655	*	*	*
ENGINEERING														
BIOENGINEERING	+	18	+	38784				+	27	+	35064			
DESIGN / CONSTRUCT	38	362	31227	31586	35400	31100	27000	153	1239	30635	31005	35100	30121	26000
ENVIRONMENTAL/SANITATION	10	58	32097	30002	*	*	*	34	217	32591	30725	37611	32250	28000
MANUFACTURING/INDUSTRIAL	26	246	30809	32936	35000	31560	25000	107	1226	32151	33731	37000	33120	26000
SYSTEMS / PROGRAMMING	9	82	31248	32731	*	*	*	42	323	31571	32363	36000	31800	27500
POWER SYSTEMS	18	73	33531	33273	*	*	*	49	304	32403	33228	36000	32760	28522
SOFTWARE DESIGN & DEVELOP	6	95	29333	32293	*	*	*	28	301	31294	32687	34000	31100	27000
HARDWARE DESIGN & DEVELOP	4	64	36700	35397	*	*	*	24	255	32310	34133	35400	33320	26252

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/5/91 THROUGH 8/9/91							CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	6	78	$36417	$34533	*	*	*	71	406	$34011	$34319	$38900	$35100	$27332
TESTING	14	57	31154	31390	*	*	*	34	202	30370	30889	35900	29820	26252
PROCESS ENGINEERING	41	187	36768	37666	$40500	$37440	$32500	113	1259	36866	37659	40000	37500	33600
PROJECT ENGINEERING	40	265	32344	33406	37000	33730	27000	157	1378	33434	33960	37800	34700	27262
OTHER ENGINEERING	80	502	31323	32941	37620	32530	22080	154	1982	31599	32851	37500	32515	25000
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	1	8	24000	25769	*	*	*	5	36	24104	23673	*	*	*
INDUSTRIAL HYGIENE	+	5	+	34000				+	10	+	29053			
MEDICAL TECHNOLOGY	1	12	26400	25337	*	*	*	6	56	23299	24888	*	*	*
NURSES / PERSONAL CARE	55	141	25858	27482	29760	25000	22500	75	386	26901	29486	30000	26000	23400
OCCUPATIONAL THERAPY	+	1	+	16500				+	39	+	29291			
PHARMACIST	27	68	40239	39537	44000	41600	34382	67	125	39572	39389	44000	39520	34382
PHYSICAL THERAPY	9	11	33051	30987	*	*	*	10	35	30911	29990	*	*	*
RESPIRATORY THERAPY	+	+	+	+				2	5	27800	32651	*	*	*
OTHER HEALTH RELATED	4	14	19135	20119	*	*	*	8	137	17370	25753	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	2	11	21250	21636	*	*	*	11	45	20721	20452	*	*	*
COUNSELING	6	38	18052	17831	*	*	*	15	100	17188	17382	*	*	*
FUNDRAISING / DEVELOPMENT	1	7	20000	21071	*	*	*	3	11	21000	19840	*	*	*
SOCIAL WORK	1	25	19212	17422	*	*	*	9	80	16277	17455	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	16	208	27244	28658	*	*	*	77	784	27705	28762	33800	27500	22000
INFORMATION SYSTEMS	11	103	27082	29322	*	*	*	47	356	27423	29740	33500	28500	21000
SYSTEMS ANALYSIS & DESIGN	18	144	28458	31073	*	*	*	51	488	29144	30442	34800	28000	25000
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	7	20	31529	30605	*	*	*	8	70	31163	31759	*	*	*
AGRICULTURE/NAT'L RESOURC	2	34	20000	20594	*	*	*	6	125	20307	21518	*	*	*
ARCHITECTURE	+	9	+	23200				1	19	30000	25879	*	*	*
CONSULTING	23	132	27613	28237	30800	27500	25000	68	623	28702	29007	32500	28000	25000
HUMAN RESRCS /INDUS RELS	6	36	25875	23215	*	*	*	28	131	24478	23531	30000	24400	18000
MANAGEMENT TRAINEE	197	610	22129	22633	28000	21000	19200	437	1961	22133	22726	27500	21000	18000
MATH/STATISTICIANS	7	27	24479	25778	*	*	*	15	60	23305	24606	*	*	*
PARALEGAL	3	23	18733	21967	*	*	*	7	48	18314	21251	*	*	*
RESEARCHERS NON-TECHNICAL	2	12	20850	22016	*	*	*	5	25	21080	22326	*	*	*
RESEARCHERS - TECHNICAL	2	24	22500	24757	*	*	*	5	67	26340	27274	*	*	*
TEACHING	37	432	20471	19484	25000	19043	17772	145	955	21292	20027	26000	21460	18000
TOTALS	1047	6590						3229	24279					

' Percentiles are computed on regional data.
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 6/5/91 THROUGH 8/9/91							CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	20	54	$29158	$29840	$32500	$30000	$25500	60	293	$29767	$30996	$34000	$30000	$25717
MBA--NON-TECH	20	198	34837	35269	40000	34900	30200	115	560	34007	35241	40500	34000	25200
MBA--TECH	6	46	34046	37174	*	*	*	22	125	37942	38582	43500	38113	31000
MS-BUSINESS	2	10	21000	31956	*	*	*	5	49	27100	40047	*	*	*
ECONOMICS & FINANCE (BANK	3	14	26813	35174	*	*	*	3	249	26813	41466	*	*	*
HUMAN RESOURCES (INCL LAB	+	3	+	36333				10	56	31711	38573	*	*	*
MANAGEMENT INFORMATION SY	+	4	+	38875				+	37	+	36150			
MARKETING/MKTNG MGT (RESE	+	7	+	36718				1	148	42000	43182	*	*	*
COMMUNICATIONS														
ADVERTISING	+	1	+	23000				+	5	+	31200			
COMMUNICATIONS	+	3	+	19067				1	11	32800	26524	*	*	*
JOURNALISM	+	+	+	+				+	2	+	21500			
EDUCATION														
EDUCATION ADMINISTRATION	+	1	+	30338				5	17	23017	24303	*	*	*
ELEMENTARY EDUCATION	+	9	+	21410				1	38	28000	23657	*	*	*
PHYSICAL EDUCATION	+	+	+	+				+	7	+	23286			
READING EDUCATION	+	3	+	23167				+	4	+	25611			
SPECIAL EDUCATION	2	6	25250	25021	*	*	*	2	20	25250	24141	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	2	+	38305				+	4	+	27477			
LETTERS	+	1	+	24000				1	8	24000	25773	*	*	*
VISUAL & PERFORMING ARTS	+	2	+	31900				+	7	+	25432			
HUMANITIES - OTHER	+	+	+	+				+	9	+	32760			
SOCIAL SCIENCES														
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	3	+	27333				+	4	+	26036			
PSYCHOLOGY	+	4	+	25000				1	16	19000	23657	*	*	*
SOCIOLOGY	+	1	+	28000				+	4	+	25200			
SOCIAL SCIENCES - OTHER	+	3	+	35800				2	16	23000	31780	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	9	+	36629				+	24	+	36195			
AGRICULTURAL	+	1	+	36500				+	4	+	32225			
BIOENGINEERING & BIOMEDIC	+	1	+	35500				+	4	+	32238			
CHEMICAL	3	27	40167	40721	*	*	*	7	95	40286	40457	*	*	*

continued

SCPA REGIONAL Report No. 6 SEPTEMBER 1991

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 6/5/91 THROUGH 8/9/91							CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
CIVIL	6	22	$32240	$32710	*	*	*	14	134	$34939	$34551	*	*	*
COMPUTER	+	4	+	34075				+	22	+	38348			
ELECTRICAL/ELECTRONIC	32	94	38505	39072	$43000	$39603	$33430	38	267	38244	38804	$43000	$39000	$32400
INDUSTRIAL	7	24	33233	34963	*	*	*	10	56	33280	36121	*	*	*
MECHANICAL	5	48	38624	39002	*	*	*	18	213	34384	38114	*	*	*
METALLURGICAL	+	15	+	41005				+	39	+	39105			
MINING & MINERAL	+	+	+	+				+	14	+	35007			
NUCLEAR	1	3	37980	36675	*	*	*	1	10	37980	38086	*	*	*
PETROLEUM	1	7	40000	41443	*	*	*	1	38	40000	43608	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	4	+	29250				2	13	22869	28586	*	*	*
HEALTH SCIENCES	+	6	+	25917				2	23	30500	25901	*	*	*
NURSING	+	1	+	23000				+	5	+	49000			
SCIENCES														
AGRICULTURAL & NATL RESOU	2	2	35810	35810	*	*	*	5	9	31324	28702	*	*	*
ARCHITECTURAL & ENVIRONME	1	2	28800	25150	*	*	*	2	3	28440	26127	*	*	*
BIOLOGICAL	+	4	+	20350				2	9	24679	22384	*	*	*
CHEMISTRY	2	5	34100	31403	*	*	*	3	18	34473	33575	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	+	23	+	38990				29	160	37809	37894	45000	39000	30000
SCIENCES														
GEOLOGICAL (INCL GEOPHYS)	+	18	+	36239				+	52	+	36824			
MATHEMATICS (INCL ACTUARI	8	16	32363	31023	*	*	*	10	34	30640	30061	*	*	*
PHYSICS	+	5	+	40000				+	8	+	35207			
POLYMER	+	+	+	+				+	2	+	34980			
TOTALS	121	716						373	2945					

Master's Degree Candidates - Experience

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

GRADUATE	INTERIM PERIOD 6/5/91 THROUGH 8/9/91							CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	8	95	$34438	$40066	*	*	*	52	279	$42951	$42877	$53000	$45000	$28000
MBA--TECH	8	31	37000	39415	*	*	*	27	102	44941	45921	54600	45000	34000
OVER 2 TO 4 YEARS														
MBA--NON-TECH	16	159	41274	44642	*	*	*	95	459	47472	47243	58000	45300	38000
MBA--TECH	13	62	47077	46447	*	*	*	49	223	48544	51034	60000	48000	38000
OVER 4 YEARS														
MBA--NON-TECH	7	196	45754	49644	*	*	*	55	603	46753	50412	55000	47000	36000
MBA--TECH	11	83	55364	55430	*	*	*	31	279	53081	54219	65000	52000	45000
TOTALS	63	626						309	1945					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/5/91 THROUGH 8/9/91							CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	+	9	+	$57844				+	35	+	$58300			
ECONOMICS	+	+	+	+				+	2	+	43000			
EDUCATION														
EDUCATION ADMINISTRATION	3	14	$39083	46280	*	*	*	3	25	$39083	43780	*	*	*
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	2	+	54000				2	5	32500	43600	*	*	*
FOREIGN LANGUAGES	+	+	+	+				1	2	45739	36870	*	*	*
HUMANITIES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	1	2	34800	30400	*	*	*	1	11	34800	42409	*	*	*
SOCIOLOGY	+	1	+	40000				+	2	+	40000			
SOCIAL SCIENCES	+	+	+	+				1	1	30000	30000	*	*	*
ENGINEERING														
AEROSPACE	+	7	+	55171				+	10	+	52428			
CHEMICAL	1	27	54000	52654	*	*	*	1	102	54000	52992	*	*	*
CIVIL	1	4	54600	45400	*	*	*	1	10	54600	43060	*	*	*
COMPUTER	+	5	+	58768				+	10	+	56584			
ELECTRICAL/ELECTRONIC	1	15	56200	51613	*	*	*	1	44	56200	54612	*	*	*
INDUSTRIAL ENGINEERING	+	+	+	+				+	1	+	54000			
MECHANICAL	+	4	+	48879				+	16	+	46866			
METALLURGICAL	+	3	+	52773				+	21	+	49315			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	4	+	43638			
BIOLOGICAL	+	+	+	+				2	6	37400	31800	*	*	*
CHEMISTRY	+	18	+	45356				1	84	45000	47911	*	*	*
GEOLOGICAL (INCL GEOPHYS)	+	11	+	44588				+	21	+	48205			
MATHEMATICS	+	7	+	43429				+	13	+	41146			
PHYSICS	+	3	+	41667				+	8	+	39913			
POLYMER	+	3	+	49167				2	9	52950	48667	*	*	*
TOTALS	7	135						16	442					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS SEPTEMBER 1991 MCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	27815 1200 38500/25000	16560 1		23716 36 40000/18000	23805 5	23700 5	28800 1	26348 8	27000 1
BUSINESS ADMIN (INCL MGMT	28539 29 36500/24500	23500 2		22093 55 31700/15000	20581 14	20000 1	26499 16	27038 29 39000/25000	18000 1
ECONOM & FINANCE (BANKING	29782 44 38500/28000			25116 183 45000/20000	27556 18	24740 5	26400 7	28830 82 37500/26000	21600 1
MANAGEMENT INFO SYSTEMS	28760 10			26000 3		29404 4	29444 9	30213 16	
MARKETING/MARK MGMT (RESR	23500 2	19560 10		22672 25 32400/19000	24000 1	25600 12	25822 9	23825 8	
REAL ESTATE	30000 1			22500 2					
ADVERTISING		20361 14		22500 1	21000 1	21933 6			
COMMUNICATIONS		20206 7		21571 7		19789 9	24549 7	26167 3	20000 1
JOURNALISM		16797 11		17000 3		20163 13	20750 4	22000 1	
TELECOMMUN/BROADCASTING		20000 2		22000 2		21966 10			
ELEMENTARY EDUCATION						22000 1			
TEXTILES & CLOTHING						13000 1			
FOREIGN LANGUAGES		31500 1	22100 1						
LETTERS (incl English, Li		16500 2		18000 1	24000 1	20500 2	17820 2	22028 2	
VISUAL & PERFORMING ARTS		16250 2	17000 1			23250 2	20000 1		
HUMANITIES - OTHER		12480 1		40000 1		19500 1		32000 1	
CRIMINAL JUSTICE						23000 1			
HISTORY	28000 1			27000 1		24000 1	16000 1	32000 1	
POLITICAL SCIENCE/GOVT				21000 3	16000 1	17000 1	28900 1	26033 3	
PSYCHOLOGY						25545 2			26000 2
SOCIOLOGY							19000 1	20000 1	
SOCIAL SCIENCES-OTHER						20000 1	25000 1	20800 1	14560 1
AEROSPACE & AERONAUTICAL								30700 5	

AVERAGE SALARY OFFERS SEPTEMBER 1991 MCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 1 - PAGE 2

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
AGRICULTURAL								31700 1	
ARCHITECTURAL								28500 5	29220 3
CHEMICAL								34957 12	35100 4
CIVIL			32000 2					29208 99 38400/26000	29258 48 36000/27000
COMPUTER	29500 1					36433 3	28322 9	29192 13	30000 1
ELECTRICAL/ELECTRONIC	33600 3				28000 1	34639 26 39200/32000	30870 10	32075 67 37500/28508	32311 16
INDUSTRIAL	31500 2					32058 6	33192 6	30789 46 40000/28500	32500 2
MECHANICAL			35900 1				33333 3	32491 57 40000/29000	35185 19
METALLURGICAL								31200 2	33000 1
MINING (INCL GEOLOGICAL)								30379 14	29300 6
NUCLEAR								32800 3	
PETROLEUM									40000 1
ENGINEERING TECHNOLOGY							29000 1	31333 3	33750 2
INDUSTRIAL TECHNOLOGY								31000 1	
AGRIBUSINESS				22000 1				23000 1	
ANIMAL SCIENCES								21500 1	
PLANT SCIENCES								20000 2	22500 1
NATURAL RESOURCES								27000 1	20000 1
COMPUTER SCIENCE	29140 5			25367 6		32359 17	28503 63 45000/24000	30412 43 38400/28000	29867 3
COMPUTER PROGRAMMING							25000 3		
INFORMATION SCIENCES & SY	29429 7			30000 3		29220 8	26083 6	31492 12	28000 1
SYSTEMS ANALYSIS							31200 1	28000 2	
ACTUARIAL	30000 2						24000 1	34643 7	

AVERAGE SALARY OFFERS SEPTEMBER 1991 MCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 1 - PAGE 3

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BIOLOGICAL				21000 1					20500 2
CHEMISTRY								22500 2	19500 2
GEOLOGY & GEOLOGICAL SCI									24400 5
MATHEMATICS	31000 2			40000 1			29900 2	30709 11	29100 11
PHYSICS							19000 1	23000 1	

AVERAGE SALARY OFFERS SEPTEMBER 1991 MCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING	24995 22 31000/19500	21750 2	25500 4	25426 48 33500/22000	20500 1	21189 19	14000 1		20000 1
BUSINESS ADMIN (INCL MGMT	22006 27 30000/15500	21895 11	19271 7	24205 89 35000/20800		21262 133 44000/17000	20375 4	29333 3	30300 3
DISTRIBUTION MANAGEMENT						20250 2			
ECONOM & FINANCE (BANKING	24247 42 35500/16000		19500 2	24925 82 40000/20000		22577 39 38000/19000	17060 1	19500 1	23833 3
HOTEL/RESTAURANT MGMT.		20264 11	20042 42 28000/16000			21875 2			
HUMAN RSRCS (incl LABOR R				25850 2		19833 3			
MANAGEMENT INFO SYSTEMS	27633 9			27374 22 30500/25500		26645 8			27300 1
MARKETING/MARK MGMT (RESR	22209 17	23333 3	18970 4	24354 46 33000/21650		22843 186 45000/18500	26000 2		26225 4
REAL ESTATE				27000 1					
ADVERTISING	30250 2			23500 2		20417 6			20000 4
COMMUNICATIONS	23000 3	20500 4	17333 3	23142 18	42000 1	22461 23 30000/19000			17500 2
JOURNALISM	21000 2		22000 1	25300 5		23429 7		15000 1	15214 13
TELECOMMUN/BROADCASTING			23000 2	22930 5		20583 15			26500 1
PHYSICAL EDUCATION		18700 1							
HUMAN ECOLOGY (HOME ECONO			22000 1	15300 1		19250 2			
TEXTILES & CLOTHING						20385 47 27000/16000			
MERCHANDISING MANAGEMENT						21673 25 27000/19000			
FOREIGN LANGUAGES				21600 1		19400 2	25000 1		
LETTERS (incl English, Li	25000 2			22550 4	15500 2	20508 13			15232 3
VISUAL & PERFORMING ARTS		13500 4				16214 7			15124 4
HUMANITIES - OTHER	20000 1	28000 2		23817 11		23540 20 45000/20000		25000 1	24000 1
CRIMINAL JUSTICE				21000 2	19833 3	17951 3		16500 2	
HISTORY				22713 4		17600 5			

AVERAGE SALARY OFFERS SEPTEMBER 1991 MCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 2 - PAGE 2

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
POLITICAL SCIENCE/GOVT	25667 3			24425 4	23627 3	21591 11		22000 1	26525 2
PSYCHOLOGY		19010 5	17000 1	20900 8		19887 18		21000 1	
SOCIOLOGY	20000 1		19250 2	21000 2		22030 6	14000 1	23000 1	
SOCIAL SCIENCES-OTHER				23500 1		21120 5			
COMPUTER				24000 1		25250 2			
ELECTRICAL/ELECTRONIC				31500 1		26500 1			
INDUSTRIAL	30619 2			25500 2		38600 1			
MECHANICAL						33000 2	30000 1		
ENGINEERING TECHNOLOGY						23000 1			28000 1
INDUSTRIAL TECHNOLOGY	33000 1					20396 5			
AGRIBUSINESS		21333 3				19875 2			
PLANT SCIENCES						12480 1			
NATURAL RESOURCES						20000 1			
OTHER AGRICULTURAL SCIENC						22000 1			
COMPUTER SCIENCE	27313 15		23750 2	27197 26 30000/25000		28113 16		22500 1	28100 5
COMPUTER PROGRAMMING				27271 9		27750 2			
INFORMATION SCIENCES & SY	21500 2			26589 7					
PHARMACY						42389 9			
ACTUARIAL	32000 1			31317 22 37000/28000					
ARCHITECTURAL & ENVIRONME						22000 1			
BIOLOGICAL						21200 5			
CHEMISTRY									15600 1
MATHEMATICS	27870 2			25651 12		24115 4			

AVERAGE SALARY OFFERS SEPTEMBER 1991 MCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 3 - PAGE 1

CURRICULUM	REAL ESTATE		RESEARCH ORGAN		TRANSPORTATION		UTILITIES		EDUCATION		FEDERAL GOVERN		LOCAL/STATE GO		HOSPITALS		HEALTH SRVCS (	
ACCOUNTING	25136	11			21563	7	25903	19	19333	3	21971	17	24274	11	24680	4	24258	9
BUSINESS ADMIN (INCL MGMT	17000	1	23197	6	21521	7	27248	6	22581	7	22427	19	24440	5	20000	1	23333	3
DISTRIBUTION MANAGEMENT					26000	1					22500	1						
ECONOM & FINANCE (BANKING	16640	1			20700	10	25820	10	22000	1	22372	15	22582	6	35000	1	28400	5
HUMAN RSRCS (incl LABOR R											22067	1	22750	2				
MANAGEMENT INFO SYSTEMS			22956	2	29400	1	29167	12	28900	1			28000	1	28600	1		
MARKETING/MARK MGMT (RESR	18000	2	22500	2	20224	9	23310	8			29050	2	21425	4			29714	7
ADVERTISING	28750	4			18500	1			22000	1								
COMMUNICATIONS	10900	1			20500	5	20460	4	18600	5	24825	5	21180	3	22500	3	17820	2
JOURNALISM	22000	1	12000	1					15667	3	18000	1	12000	2				
TELECOMMUN/BROADCASTING									19000	2							28000	1
ELEMENTARY EDUCATION			30000	1					20002 141 30000/15000								10560	1
PRE-ELEMENTARY EDUCATION									19360	11								
PHYSICAL EDUCATION									18737	9					13440	1	23000	1
SPECIAL EDUCATION									21185 31 36415/18000									
HUMAN ECOLOGY (HOME ECONO															23478	5	23000	1
FOREIGN LANGUAGES							23000	1	18863	12					14800	1		
LETTERS (incl English, Li									20432	18	21899	5	15000	1			12700	2
VISUAL & PERFORMING ARTS							15750	2	20584 22 27000/18000				15500	2	18600	1	18720	1
HUMANITIES - OTHER									21605	4	25632	1	28656	5	21500	2	15800	3
CRIMINAL JUSTICE									20971	3	23300	5	25217 23 50000/18888		22000	1		
HISTORY									19833	3	21023	2	16000	1				
POLITICAL SCIENCE/GOVT											21846	7	21824	9				

AVERAGE SALARY OFFERS SEPTEMBER 1991 MCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 3 - PAGE 2

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
PSYCHOLOGY		13000 1		28000 1	20818 8	18000 1	15100 2	20240 5	16282 15
SOCIOLOGY					23000 1		23400 5	19000 1	17174 7
SOCIAL SCIENCES-OTHER	15000 1		20000 2	27100 1	20514 9	24267 3	17819 7		17800 5
AEROSPACE & AERONAUTICAL		30000 1				27951 10			
AGRICULTURAL							32167 3		
ARCHITECTURAL			28800 1			27332 1			
BIOENGINEERING & BIOMEDIC				34100 2					
CHEMICAL		36474 4	24812 1	33180 4		22067 1	30000 1		
CIVIL		32600 3	26501 57 31812/24072	32994 11		26861 18	27732 114 38000/24752		
COMPUTER		29167 3		35000 2	26400 1	32985 2	26750 2		
ELECTRICAL/ELECTRONIC		34807 11		33287 99 39000/31500	28700 1	28730 38 37000/22067	31250 2		
INDUSTRIAL			32540 1	33116 8		30217 5	23890 2	28810 2	
MECHANICAL		33750 10	33600 1	32816 59 37800/31500		28889 18	32080 2	40000 1	
METALLURGICAL		37650 2		50400 1			26000 1		
MINING (INCL GEOLOGICAL)			26000 1			33000 1	28000 1		
NUCLEAR		34080 2		32400 5		29643 6	33500 1		
ENGINEERING TECHNOLOGY		32500 1		32600 1	31500 1	30177 2	35000 1	19500 1	
ANIMAL SCIENCES					18000 1	22200 1			
NATURAL RESOURCES							17975 1		
OTHER AGRICULTURAL SCIENC						16973 1	17250 1		
COMPUTER SCIENCE		33289 9	29410 4	30907 9	25432 4	27191 5	24695 4	37000 2	29000 1
COMPUTER PROGRAMMING			29400 1		21000 1				
INFORMATION SCIENCES & SY			39000 1	29500 1		20195 1		31000 1	28857 7

AVERAGE SALARY OFFERS SEPTEMBER 1991 MCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 3 - PAGE 3

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ALLIED HEALTH					21940 2	26000 - 1		29518 33 35500/26000	26175 12
HEALTH SCIENCES								24685 6	26375 4
NURSING		26000 1					22175 1	27572 132 40600/23000	33268 6
PHARMACY								35050 10	60000 1
ARCHITECTURAL & ENVIRONME					23933 3				
BIOLOGICAL		16000 1			21400 5	28000 1	22366 2	17900 5	14400 1
CHEMISTRY		23880 2	33000 1	28800 3	15298 4	27332 1	25250 2		22000 1
GEOLOGY & GEOLOGICAL SCI		21600 1				33000 1			
MATHEMATICS			17000 1		20455 18	24008 3	13650 1	22000 1	
PHYSICS						22500 2			
OTHER PHYSICAL & EARTH SC					19200 1				

AVERAGE SALARY OFFERS SEPTEMBER 1991 MCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING	23000 1			25500 1	27138 8	24667 3	26518 11	19333 3	28440 26 31500/25000
BUSINESS ADMIN (INCL MGMT	22125 1			20800 1	25216 5	27000 1	30444 18	18700 5	27035 27 34776/20000
DISTRIBUTION MANAGEMENT							29200 2		31900 2
ECONOM & FINANCE (BANKING	24500 2			26000 1	27920 4	25600 5	28060 25 35000/24000	25400 2	29501 20 32800/28000
HUMAN RSRCS (incl LABOR R								27000 2	30000 1
MANAGEMENT INFO SYSTEMS					26497 7	31000 1	30000 1		32452 5
MARKETING/MARK MGMT (RESR					24460 2	25750 2	28618 18	26250 4	27843 28 37300/23000
ADVERTISING		16000 1						18000 1	27000 3
COMMUNICATIONS	19000 1		15000 1	19823 2		17550 2	26386 7	23740 2	31237 3
JOURNALISM	30000 1	19200 1				13000 1	24000 1		26100 3
TELECOMMUN/BROADCASTING	15000 1						30000 2	18000 1	29300 4
ELEMENTARY EDUCATION	16612 28 28900/14100						16000 1		
PRE-ELEMENTARY EDUCATION	16700 4								
HUMAN ECOLOGY (HOME ECONO			16500 1						
LETTERS (incl English, Li							38000 1	20800 1	
VISUAL & PERFORMING ARTS	16900 1		28000 1				43000 1		
HUMANITIES - OTHER	14000 1			15500 1			42760 5	29000 1	
CRIMINAL JUSTICE			15833 3						
HISTORY			24000 1						
POLITICAL SCIENCE/GOVT	19550 2		20000 3						24167 3
PSYCHOLOGY	17020 3		17537 23 32000/13000	17700 1			33500 2		32796 1
SOCIOLOGY	18000 1		16567 6						
SOCIAL SCIENCES-OTHER	16900 1		18718 7	18000 1			20000 2		

AVERAGE SALARY OFFERS SEPTEMBER 1991 MCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 2

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
AEROSPACE & AERONAUTICAL					30636 44 39000/28703		32565 2		
AGRICULTURAL						22667 3	33317 6		
ARCHITECTURAL								27250 2	
CHEMICAL					33513 3	36263 8	35848 10	39000 1	37319 246 41500/35820
CIVIL					30500 2	37000 1	30568 5	29475 23 360[illegible]/26064	31754 4
COMPUTER					29380 3		29000 2		33475 5
ELECTRICAL/ELECTRONIC				30500 1	32951 56 38200/30420	38800 2	33758 92 48000/32000		36489 29 39732/34000
INDUSTRIAL					28500 2	33800 2	32874 42 40000/31000	33020 3	34951 31 41316/32100
MECHANICAL					31483 52 39260/29000	35008 10	33632 218 41280/31000	33320 8	36424 80 54780/33600
METALLURGICAL						35400 1	34222 11	33735 6	30200 3
MINING (INCL GEOLOGICAL)							26400 1		
ENGINEERING TECHNOLOGY		27000 1			28367 15	24000 1	37397 22 60000/30000	26956 9	36240 3
INDUSTRIAL TECHNOLOGY					31200 1		26588 10		
AGRIBUSINESS	22000 1					23488 15			28500 2
ANIMAL SCIENCES	25000 1					19200 10			
PLANT SCIENCES						22625 4			
NATURAL RESOURCES						19000 1			26004 1
OTHER AGRICULTURAL SCIENC						22000 1			
COMPUTER SCIENCE	26000 1		26000 1		29528 23 35000/26500		30967 6		33214 16
COMPUTER PROGRAMMING	20238 1								29500 1
INFORMATION SCIENCES & SY							28800 4		32783 10
ALLIED HEALTH	20000 1								
HEALTH SCIENCES				20000 1					

AVERAGE SALARY OFFERS SEPTEMBER 1991 MCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 3

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
NURSING						25000 1			
PHARMACY									40260 4
ARCHITECTURAL & ENVIRONME								19500 1	
BIOLOGICAL			13500 1			26000 1			29400 5
CHEMISTRY							30000 1	25500 1	29239 31 36000/24900
GEOLOGY & GEOLOGICAL SCI									34020 1
MATHEMATICS					33000 1		31200 2	23500 1	35000 2
OTHER PHYSICAL & EARTH SC							30000 1		
POLYMER SCIENCE									37500 1

AVERAGE SALARY OFFERS SEPTEMBER 1991 MCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING	32459 16	27985 21 32000/26500	26867 23 29500/24500	29400 5	23691 7	26000 3	28750 2	26875 4	27978 55 35000/26000
BUSINESS ADMIN (INCL MGMT	29033 15	27269 16	27464 33 44000/25000	24167 3	24400 10		27680 5	28940 5	28000 9
DISTRIBUTION MANAGEMENT		33800 1	28625 4	30000 1					
ECONOM & FINANCE (BANKING	27514 21 48000/24000	27930 30 30500/25000	26959 11	25875 6	25000 4	26500 2	26350 4	28710 10	29177 13
HOTEL/RESTAURANT MGMT.			27650 2						
HUMAN RSRCS (incl LABOR R		30000 2	26000 1				23000 1		26500 3
MANAGEMENT INFO SYSTEMS	29975 2	28004 2	26485 6	33000 1	30750 2	27600 1	29800 2	30000 1	30000 1
MARKETING/MARK MGMT (RESR	26814 29 30400/24000	25407 16	26106 52 50000/24000	24885 18	25500 2		27429 7	25413 8	25225 8
ADVERTISING	20000 1		26000 1	25000 1	25000 1				
COMMUNICATIONS	27576 5	19580 2	25340 5	23250 2					
JOURNALISM		27000 1	22050 2						29360 1
TELECOMMUN/BROADCASTING	26000 1		26500 3						
TEXTILES & CLOTHING	26000 1	27000 1							
FOREIGN LANGUAGES	26500 1		25000 1						
LETTERS (incl English, Li	24750 2	22500 1							
VISUAL & PERFORMING ARTS	19600 1								
HUMANITIES - OTHER		28500 1	19250 2	18750 2	45000 1		24250 2		
CRIMINAL JUSTICE	21000 1							22000 1	
HISTORY			19000 1	12000 1					
POLITICAL SCIENCE/GOVT	25000 1	22000 1	24500 1					29000 1	
PSYCHOLOGY			29000 1					17160 1	24504 1
SOCIOLOGY			19000 1	28000 1					
SOCIAL SCIENCES-OTHER				28000 1		12584 1			

AVERAGE SALARY OFFERS SEPTEMBER 1991 MCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 2

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
AEROSPACE & AERONAUTICAL	29750 2	34800 2		37500 2	23040 1				36100 3
AGRICULTURAL			34200 4						34320 2
BIOENGINEERING & BIOMEDIC		32000 1							
CHEMICAL		37378 13	37203 46 40250/35000	38142 12	36120 4		37071 14	37250 14	38887 212 46200/37000
CIVIL		33300 4			29996 10	33312 5	35500 1	32400 2	35437 35 38040/33000
COMPUTER	33986 30 42000/32500	34476 26 45700/32488			32700 1			31800 1	34525 4
ELECTRICAL/ELECTRONIC	33812 64 39200/32000	33512 160 41000/31000	33472 12	36350 5	34125 36 38100/32000	38000 1	32750 2	36600 19	36720 52 40500/35900
ENIVRONMENTAL ENGINEERING						28000 1			
INDUSTRIAL	33698 9	32634 40 38500/31000	34076 21 41000/33000	33407 7	33457 31 38400/32400	35400 1	31800 2	33611 9	34698 7
MECHANICAL	36120 3	33609 98 37800/30840	34636 25 37500/33000	35782 11	32533 60 36000/28500		32891 11	36032 25 41000/34200	37229 181 54487/33600
METALLURGICAL	34620 2	33025 4			33432 47 36000/32040			34800 2	39000 2
MINING (INCL GEOLOGICAL)					31000 1	34936 10			35100 5
NUCLEAR		35400 2			36000 1				
PETROLEUM									39213 25 42000/36200
ENGINEERING TECHNOLOGY	33500 1	30235 8		32000 1	29856 11			20701 3	33943 5
INDUSTRIAL TECHNOLOGY			32000 1						
AGRIBUSINESS					33000 1				32000 1
ANIMAL SCIENCES			27000 1						
PLANT SCIENCES			26000 1						
OTHER AGRICULTURAL SCIENC			22480 5						
COMPUTER SCIENCE	31777 31 37620/27600	33031 33 44040/31000	31500 3	34800 1	32100 3		31950 2	32400 2	34072 31 48000/32000
INFORMATION SCIENCES & SY	30333 14	29550 4							29900 10
SYSTEMS ANALYSIS	30000 1				31000 1				

AVERAGE SALARY OFFERS SEPTEMBER 1991 MCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BIOLOGICAL								21792 1	
CHEMISTRY		20020 1	33800 2						33000 1
GEOLOGY & GEOLOGICAL SCI						32500 1			39500 1
MATHEMATICS	25500 2		27500 1						38000 1
PHYSICS									33600 1

AVERAGE SALARY OFFERS SEPTEMBER 1991 MCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
ACCOUNTING		29400 1	29125 4	12000 1	17500 1	27800 5	22507 15
BUSINESS ADMIN (INCL MGMT	24633 3	22000 1	30546 6		21327 11	29050 4	21409 22 34800/16000
ECONOM & FINANCE (BANKING	24333 3		30200 5	26100 1	27625 4	28333 6	23058 13
MANAGEMENT INFO SYSTEMS			30850 4	30000 1		28000 1	21000 3
MARKETING/MARK MGMT (RESR	24990 21 27400/23950		26000 6	25300 2	27333 9	22347 3	21532 28 30000/16500
ADVERTISING							19700 5
COMMUNICATIONS			24000 1	20000 1	24000 1	26750 2	16412 5
JOURNALISM					27000 3	18000 1	20635 8
TELECOMMUN/BROADCASTING			12000 1		28400 3		23000 1
PRE-ELEMENTARY EDUCATION							18000 1
TEXTILES & CLOTHING					17853 3		
FOREIGN LANGUAGES							20000 1
LETTERS (incl English, Li					27000 1		
VISUAL & PERFORMING ARTS							18000 2
HUMANITIES - OTHER					27500 1		22000 3
HISTORY							23000 2
POLITICAL SCIENCE/GOVT	35000 1						21000 2
PSYCHOLOGY					27500 1	23375 2	[illegible]000 2
SOCIOLOGY	22000 1						15000 2
AEROSPACE & AERONAUTICAL							25500 2
AGRICULTURAL							28866 5
BIOENGINEERING & BIOMEDIC			30720 5				
CHEMICAL		38100 1	38400 1	36940 1		37525 4	32440 4

AVERAGE SALARY OFFERS SEPTEMBER 1991 MCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 6 - PAGE 2

CURRICULUM	PRINTING		RUBBER PRODUCT		SCIENTIFIC & I		STONE, CLAY, G		TEXTILES & APP		WIDELY DIVERSI		OTHER EMPLOYER	
CIVIL					28000	1	37500	1			27540	2	29369	18
COMPUTER													30050	12
ELECTRICAL/ELECTRONIC	32400	1	34450	2	35014	7	32500	1			33681	17	32174 40000/27500	29
ENIVRONMENTAL ENGINEERING	33000	1											28000	1
INDUSTRIAL	33250	2			34000	1	30500	1	28600	4	33201 41000/30000	25	29493	14
MECHANICAL	38650	2	35000	1	33575	14	34350	6	35400	1	36246 47000/33960	23	31983 39600/28000	45
METALLURGICAL					32000	1	31883	6			34320	1	30000	4
MINING (INCL GEOLOGICAL)									28000	1				
ENGINEERING TECHNOLOGY	23530	2			33500	2	25000	1			27170	1	24050	12
INDUSTRIAL TECHNOLOGY													19333	3
AGRIBUSINESS													21550	2
ANIMAL SCIENCES													14400	1
PLANT SCIENCES													19333	3
NATURAL RESOURCES													18140	2
COMPUTER SCIENCE	30000	2	30000	1	30033	3					29000	1	26818	12
COMPUTER PROGRAMMING									21375	2	29000	1		
INFORMATION SCIENCES & SY													19000	1
CHEMISTRY											33180	1	20450	2
OTHER PHYSICAL & EARTH SC	30000	1												
POLYMER SCIENCE							33000	1						

AVERAGE SALARY OFFERS SEPTEMBER 1991 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	26675 278 55000/22000	20440 15		21817 148 30000/18900	25910 20 45000/18000	22852 26 40000/16000	24902 57 33000/20000	26430 34 34000/23000	24400 4
BACHELOR - TECHNICAL	27000 2		29043 5	24567 3	25700 1	30841 14	28886 54 38000/23500	30098 48 38200/27000	29314 31 37500/24500

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	24509 53 40000/16500	19433 18	22002 24 30000/19000	23185 99 35000/19500	20047 15	21110 295 33280/18000	19700 5	10700 1	18346 13
BACHELOR - TECHNICAL	25833 6	38000 1	37500 1	28189 25 38000/24000	28000 1	40218 38 44000/39000	40000 2		

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL	18844 5	27000 2	22904 15	25701 20 30300/22000	21176 150 36000/16200	22319 70 34000/20000	21796 54 30000/18852	20672 9	20481 11
BACHELOR - TECHNICAL	26000 1	30009 13	29278 23 34380/26438	32072 64 39600/29000	24022 17	25726 132 37800/21204	26472 34 39500/18000	28413 106 48000/22000	31545 17

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL	16125 4	19600 1	18000 12	21375 4	24800 5	27500 4	26723 11	20869 26 28200/18000	27410 33 34000/22500
BACHELOR - TECHNICAL			25000 1		30721 39 40000/27332	26739 11	32665 39 35900/31000	30123 52 36980/25000	35908 115 43160/33000

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	24748 25 33000/18000	26063 20 31000/20000	26444 51 36000/20800	25975 16	23310 2	23000 1	25167 3	27578 27 32000/25000	28191 18
BACHELOR - TECHNICAL	32687 52 42000/28100	32545 76 42000/27000	31923 13	35771 7	31695 30 44400/27000	33000 2	33629 7	35090 40 39200/30000	37380 99 41100/34000

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER MANUFACT
BACHELOR - NON TECHNICAL	19245 9	30000 1	21350 4	19150 5	25185 36 34000/21000	23736 14	
BACHELOR - TECHNICAL		28833 6	33538 8	31989 9	33888 33 39950/30000	34000 67 41000/27600	

AVERAGE SALARY OFFERS — SCPA REGIONAL CUMULATIVE REPORT — Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/EMPLOYER — CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 — 90th: 22080 / 10th: 18330 — PART 1 - PAGE 1

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH	32991 10			36313 16	37500 2	32425 4	29680 5	34150 10	
MBA--TECH	40000 1			55000 1	43100 1			33450 2	35600 1

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH	39000 2		28100 5	35000 3	27500 1	36400 3			
MBA--TECH	30000 1		31675 1						

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH		34500 2	36180 5	27867 3		28183 4	24140 2	30000 1	
MBA--TECH			30000 1	41363 2		33430 1			

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH							32900 2		40077 10
MBA--TECH					38500 1				36620 5

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH	38080 4	34100 2	33600 2	34800 1				36000 1	36100 3
MBA--TECH								42000 1	40500 2

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH	42600 2		35000 1		38000 1	32140 5	22767 3
MBA--TECH				41700 1			

AVERAGE SALARY OFFERS SEPTEMBER 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	26499 255 35000/22000	23675 122 32000/18000	20950 3	27000 1					21389 5
BUSINESS ADMIN (INCL MGMT	24256 4	22004 7	21891 22 25800/20000	25500 2					26626 4
ECONOM & FINANCE (BANKING	24922 9	21593 6	21886 33 26750/20000	21583 6	27800 7		17500 1	16500 1	26025 23 34000/21500
HUMAN RSRCS (incl LABOR R			23000 2						25000 1
MARKETING/MARK MGMT (RESR	18000 1		22833 3		31500 1			18500 1	27000 1
REAL ESTATE				20000 1					
COMMUNICATIONS				23500 1					
FOREIGN LANGUAGES			20000 1						
LETTERS (incl English, Li			25283 3						
HUMANITIES - OTHER			10000 1						
HISTORY			24200 5		45000 1				29951 6
POLITICAL SCIENCE/GOVT									29500 2
PSYCHOLOGY									12720 1
SOCIOLOGY			15000 1						
SOCIAL SCIENCES-OTHER									30250 2
ELECTRICAL/ELECTRONIC		28100 1							
COMPUTER SCIENCE	27000 1								25000 1
INFORMATION SCIENCES & SY		18000 1							
BIOLOGICAL									38000 1
MATHEMATICS		25000 2							28200 1

AVERAGE SALARY OFFERS SEPTEMBER 1991 SCPA REGIONAL
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/

NAL CUMULATIVE REPORT
9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT		UNDERWRITING		TING		INSURANCE - CL		DESIGN/GRAPHIC		MEDIA PLANNING		REPORTING		PRODUCTION		PUBLIC RELATIO		WRITING / EDIT	
ACCOUNTING	27000	1	20000	1	1		20600	1												
BUSINESS ADMIN (INCL MGMT	21250	2	19672	3	3		23101	8												
ECONOM & FINANCE (BANKING	24200	5	22757	7	7		21990	5											18000	1
HUMAN RSRCS (incl LABOR R	29000	1	23456	9	9		21765	7							26000	1				
MANAGEMENT INFO SYSTEMS			26000	1	1															
MARKETING/MARK MGMT (RESR	22700	2	24750	6	6		21750	2									20000	1		
ADVERTISING									15000	1							21300	3		
COMMUNICATIONS			25500	1	1		24945	2	14000	2	17500	1	13960	1	12008	2	17500	2	14760	2
JOURNALISM											18500	1	12590	4			18600	2		
TELECOMMUN/BROADCASTING															16000	2				
FOREIGN LANGUAGES			25000	1																
LETTERS (incl English, Li			31110	2	1		25515	1												
VISUAL & PERFORMING ARTS					2		26280	1									18131	2	22333	3
HUMANITIES - OTHER			12000	1					21914	7										
CRIMINAL JUSTICE					1															
HISTORY	30000	1	26000	1			24000	1												
POLITICAL SCIENCE/GOVT			20000	1	1								20000	1						
PSYCHOLOGY					1		21225	4									25906	3		
SOCIAL SCIENCES-OTHER	21000	1					22110	2												
MECHANICAL																				
													-		32000	1				

AVERAGE SALARY OFFERS SEPTEMBER 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 2u250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 3 - PAGE 1

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ACCOUNTING			24000 1				40000 1	25000 1	26383 12
BUSINESS ADMIN (INCL MGMT		27415 10	22000 4	17333 3	31850 2	27612 2	23272 51 33000/18000		22930 5
DISTRIBUTION MANAGEMENT				26400 1					
ECONOM & FINANCE (BANKING	27500 2	26625 4	25125 4	29400 1	24000 3		25112 24 35000/20000		21324 6
HOTEL/RESTAURANT MGMT.							20500 1		
HUMAN RSRCS (incl LABOR R		21000 1	27000 1				23824 14		
MANAGEMENT INFO SYSTEMS							24420 2		
MARKETING/MARK MGMT (RESR	20000 1	21903 12	22542 12	26333 3	24115 13		23405 96 35000/18000		16800 1
ADVERTISING	17825 4					18500 1	21325 4		
COMMUNICATIONS	25000 1		21000 1				24300 7		
JOURNALISM	20800 1			28000 1			22600 2		
TELECOMMUN/BROADCASTING							24000 1		
ELEMENTARY EDUCATION							11000 1		
HUMAN ECOLOGY (HOME ECONO							21667 3		
TEXTILES & CLOTHING			12000 1				26250 2		
MERCHANDISING MANAGEMENT		17500 1	22500 1						
FOREIGN LANGUAGES							22100 1		
LETTERS (incl English, Li	18000 1	20000 1	24000 1	17000 1			26300 12	21600 1	
CRIMINAL JUSTICE								17300 1	
HISTORY		21000 1	18900 1				26500 4	26000 1	
POLITICAL SCIENCE/GOVT			24500 2				26343 7		
PSYCHOLOGY			21600 1	13520 1			19021 5		23030 1
SOCIOLOGY							21200 4		

AVERAGE SALARY OFFERS SEPTEMBER 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 3 - PAGE 2

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
SOCIAL SCIENCES-OTHER							11440 1		
AGRICULTURAL							21000 1		
CHEMICAL							36250 2		
CIVIL		31000 1							
ELECTRICAL/ELECTRONIC					31160 1		30025 4		
INDUSTRIAL		31800 1					31113 2		
MECHANICAL							32700 7		
METALLURGICAL							30000 1		
AGRIBUSINESS			25500 1				20500 2		
ANIMAL SCIENCES							21840 1		
COMPUTER SCIENCE									16800 1
ARCHITECTURAL & ENVIRONME							26500 1		
BIOLOGICAL		30000 1							
CHEMISTRY							34000 1		
PHYSICS							30250 2		

AVERAGE SALARY OFFERS SEPTEMBER 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
ACCOUNTING		22000 1							
BUSINESS ADMIN (INCL MGMT	24000 1	21012 2	24208 3	20000 1	21280 1				36250 2
ECONOM & FINANCE (BANKING	21750 4	16000 1	22506 4		27000 1				24000 1
HUMAN RSRCS (incl LABOR R			22000 1						
MARKETING/MARK MGMT (RESR	25418 1	22333 6							
REAL ESTATE					18910 2				
COMMUNICATIONS			24600 2						
ELEMENTARY EDUCATION		10700 1							
HUMAN ECOLOGY (HOME ECONO			21000 1						
LETTERS (incl English, Li			23167 3						
CRIMINAL JUSTICE		20075 4	28070 2						
HISTORY			30000 1						
POLITICAL SCIENCE/GOVT		23333 3	22333 3		12000 1				
PSYCHOLOGY		20922 2	25000 1						
SOCIOLOGY		25000 1							
AEROSPACE & AERONAUTICAL							27316 2		
ARCHITECTURAL			24200 1				29220 2		
CHEMICAL							38280 1	35169 8	36750 4
CIVIL					32000 1		29204 50 39000/25750	31632 19	34020 1
COMPUTER							34300 3		32244 1
ELECTRICAL/ELECTRONIC		30200 1	24600 4				31275 25 35000/27300	31250 2	32706 21 38850/29000
INDUSTRIAL			22000 1				31467 3		30834 31 41160/27300
MECHANICAL			25500 2				31224 60 41000/25000	32739 3	33483 39 39000/30000

AVERAGE SALARY OFFERS SEPTEMBER 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 2

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
METALLURGICAL							31700 2		
MINING (INCL GEOLOGICAL)								35500 1	
ENGINEERING TECHNOLOGY							32595 4		27470 5
INDUSTRIAL TECHNOLOGY									21000 1
COMPUTER SCIENCE			22500 2						
COMPUTER PROGRAMMING									23500 1
ARCHITECTURAL & ENVIRONME				24000 1			29200 1		
GEOLOGY & GEOLOGICAL SCI								29500 1	
MATHEMATICS			21500 2		22000 1				

AVERAGE SALARY OFFERS SEPTEMBER 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BUSINESS ADMIN (INCL MGMT									44400 1
ECONOM & FINANCE (BANKING	28200 1								
HUMAN RSRCS (incl LABOR R									24000 1
MANAGEMENT INFO SYSTEMS	27800 5		25333 3						
JOURNALISM	19000 1								
POLITICAL SCIENCE/GOVT								27000 1	
AEROSPACE & AERONAUTICAL			28768 2	27500 1		28264 3			
AGRICULTURAL						27500 1			
ARCHITECTURAL									28800 1
CHEMICAL	37450 2				35700 18	27248 2	37579 97 41100/35000	36313 10	38745 12
CIVIL		28522 1				26895 3	36720 1	32963 8	29737 14
COMPUTER	33770 4		35833 3	27464 5		33967 3		29000 1	33000 1
ELECTRICAL/ELECTRONIC	32796 19	32131 34 39600/29500	32112 9	34374 10	34568 20 39360/30000	30961 14	34725 4	33828 56 39000/27500	30898 64 38040/25000
INDUSTRIAL					30533 3		28000 1	29831 4	31828 16
MECHANICAL	32277 3	33476 10	31650 2	34478 6	33481 24 42000/27332	30171 4	35423 6	33167 74 39000/27000	32022 34 42000/26252
METALLURGICAL							31000 2		27332 1
NUCLEAR					27300 1				27540 2
ENGINEERING TECHNOLOGY	28800 1	33004 4	34500 1	26000 1				32400 2	29188 4
INDUSTRIAL TECHNOLOGY						32350 2			27200 1
OTHER AGRICULTURAL SCIENC					35000 1	25500 1			
COMPUTER SCIENCE	31000 1		31026 7		40800 1			33500 1	
COMPUTER PROGRAMMING	30947 3		31200 1						25000 1
BIOLOGICAL							21500 1		

AVERAGE SALARY OFFERS SEPTEMBER 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 2

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
CHEMISTRY					18000 1	38871 1	21000 1		
MATHEMATICS	28600 2			34000 1	32000 1				28000 1
POLYMER SCIENCE					32600 1				

AVERAGE SALARY OFFERS SEPTEMBER 1991 SCPA REGIONAL C
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1

AL CUMULATIVE REPORT
9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HY	L HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
BUSINESS ADMIN (INCL MGMT	24000 1									
MANAGEMENT INFO SYSTEMS	28000 1									
PSYCHOLOGY										20860 3
SOCIOLOGY	11520 1								28000 1	
COMPUTER									27600 1	
COMPUTER SCIENCE										
SYSTEMS ANALYSIS	22000 1			23899 3				33051 9		
ALLIED HEALTH	35000 1			22700 3				11648 1		11000 1
HEALTH SCIENCES					26901 75 40000/23400					
NURSING							39572 67 50000/34382			
PHARMACY										16345 4
BIOLOGICAL										

AVERAGE SALARY OFFERS SEPTEMBER 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
ACCOUNTING	21023 1				25000 1				
BUSINESS ADMIN (INCL MGMT		21023 1			23000 1	20493 3	37667 3		
ECONOM & FINANCE (BANKING					28200 1		26933 3		
MANAGEMENT INFO SYSTEMS					27200 10	24519 13	29228 8		
MARKETING/MARK MGMT (RESR	20000 1	15900 2	18500 2		28200 1				
COMMUNICATIONS	21348 2								
ELEMENTARY EDUCATION					27500 1				
HUMAN ECOLOGY (HOME ECONO		15906 2							
LETTERS (incl English, Li		18000 1							
POLITICAL SCIENCE/GOVT			26000 1						
PSYCHOLOGY	19218 1	17917 6							
SOCIOLOGY	23000 1			18981 2					
SOCIAL SCIENCES-OTHER	19250 4	15000 1		15106 5					
AEROSPACE & AERONAUTICAL					27500 1				
CIVIL							28667 3		
COMPUTER					26250 2		15000 1		
ELECTRICAL/ELECTRONIC					35000 1		32666 2		
MECHANICAL					33000 1				
ENGINEERING TECHNOLOGY					26500 3				
AGRIBUSINESS					16500 1				25500 2
NATURAL RESOURCES									17400 1
OTHER AGRICULTURAL SCIENC									20000 2
COMPUTER SCIENCE		18000 1			27727 36 37500/21201	29580 22 38400/24000	29616 22 35700/25343		

AVERAGE SALARY OFFERS SEPTEMBER 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
COMPUTER PROGRAMMING					27029 7		31000 1		
INFORMATION SCIENCES & SY					30400 7	27840 7	26407 6		
SYSTEMS ANALYSIS							25698 2		
ALLIED HEALTH		14688 1							
HEALTH SCIENCES	25000 1			16500 2					
ACTUARIAL								29700 1	
BIOLOGICAL						33000 1			13440 1
MATHEMATICS					28400 3	30000 1		31371 7	

AVERAGE SALARY OFFERS SEPTEMBER 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 8 - PAGE 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING				21500 2					
BUSINESS ADMIN (INCL MGMT		26786 14	25714 7	21889 126 33280/18000					20333 3
ECONOM & FINANCE (BANKING		27683 14		22599 66 33000/19000	14000 1				
HOTEL/RESTAURANT MGMT.				20935 17					
HUMAN RSRCS (incl LABOR R		30400 2	25177 11	22626 4					22000 1
MANAGEMENT INFO SYSTEMS		32500 1		22580 5					
MARKETING/MARK MGMT (RESR		26000 1	24600 3	21658 76 38000/18000					26000 1
ADVERTISING				20600 5					
COMMUNICATIONS			26000 1	19381 11					
JOURNALISM				20500 4					24000 1
ELEMENTARY EDUCATION									21360 76 26196/17800
PRE-ELEMENTARY EDUCATION									21166 8
PHYSICAL EDUCATION				22333 3					21431 8
SPECIAL EDUCATION									22133 10
HUMAN ECOLOGY (HOME ECONO				22000 2					19750 2
TEXTILES & CLOTHING				21184 32 27000/20000				24000 1	
MERCHANDISING MANAGEMENT				19433 3					
FOREIGN LANGUAGES				20333 3					18850 1
LETTERS (incl English, Li		31000 3	19400 2	21560 10		18500 1			21975 10
VISUAL & PERFORMING ARTS									20825 4
HUMANITIES - OTHER				27500 1		20000 1			
CRIMINAL JUSTICE						16000 2			
HISTORY		23000 1		18272 5					25800 3

AVERAGE SALARY OFFERS SEPTEMBER 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 8 - PAGE 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
POLITICAL SCIENCE/GOVT		25500 1	20000 1	23701 16		19200 1	25000 1		19400 3
PSYCHOLOGY			20820 1	23317 9			16200 1		15886 2
SOCIOLOGY			24500 2	21800 7					
SOCIAL SCIENCES-OTHER		25000 1		21240 5		19250 2	25500 1		20320 3
CHEMICAL		32000 1		36867 3					
CIVIL		29250 2		28500 2					
ELECTRICAL/ELECTRONIC		29167 3							
INDUSTRIAL				32000 2					
MECHANICAL		32200 4							
METALLURGICAL		34200 1							
INDUSTRIAL TECHNOLOGY				24760 5					
AGRIBUSINESS				22500 1					
ANIMAL SCIENCES									19500 1
NATURAL RESOURCES								21000 1	
OTHER AGRICULTURAL SCIENC				21000 6					22700 1
COMPUTER SCIENCE		28857 7			27332 1				22000 1
COMPUTER PROGRAMMING		32000 3							
INFORMATION SCIENCES & SY		29000 1		27150 2					
SYSTEMS ANALYSIS					21980 2				
ARCHITECTURAL & ENVIRONME	30000 1								
BIOLOGICAL							20000 1	24000 1	18000 2
CHEMISTRY				30000 1			18700 1	31350 2	
MATHEMATICS		29413 8		35000 2	24026 11				19747 4

Sample Block: Average: 20250 706 # of Offers
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CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
PHYSICS				27400 1					

AVERAGE SALARY OFFERS SEPTEMBER 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	26381 269 35000/22000	23495 135 32000/18000	21933 74 26750/18000	22818 11	30122 9		17500 1	17500 2	26132 45 34000/20000
BACHELOR - TECHNICAL	27000 1	24025 4							30400 3

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	24300 13	23372 34 40000/20000	22530 34 26280/20000	19640 10	18000 2	14053 6	16403 5	20775 13	19087 6
BACHELOR - TECHNICAL							32000 1		

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	21010 10	24100 30 38400/18000	22633 30 28200/20000	22302 11	24956 18	24575 3	23670 243 40000/18000	22475 4	23961 25 55000/20195
BACHELOR - TECHNICAL		30933 3	25500 1		31160 1		29940 24 37500/21000		16800 1

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL	22736 6	21041 21 30000/19000	23928 21 30000/22000	20000 1	19620 5				32167 3
BACHELOR - TECHNICAL		30200 1	23633 12	24000 1	27000 2		30635 153 41000/26000	32591 34 38400/28000	32150 104 41160/26200

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	GRADUATE DEVEL
BACHELOR - NON TECHNICAL	26600 7		25333 3					27000 1	
BACHELOR - TECHNICAL	32565 35 38400/27500	32403 49 42000/28522	32009 25 50000/28000	32310 24 44400/26252	34011 71 42000/27332	30370 34 38871/26252	36866 113 41100/33600	33475 156 39500/27300	

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	PARAMEDIC
BACHELOR - NON TECHNICAL	21173 3								
BACHELOR - TECHNICAL	28500 2		23299 6	26901 75 40000/23400		39572 67 50000/34382	30911 10	27800 2	

AVERAGE SALARY OFFERS SEPTEMBER 1991 SCPA REGIONAL
BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/ CUMULATIVE REPORT
9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION		COUNSELING	
BACHELOR - NON TECHNICAL	20294	10	17318	13
BACHELOR - TECHNICAL	25000	1	16344	2

CURRICULUM	ARCHITECTURE		CONSULTING	
BACHELOR - NON TECHNICAL			27590 35000/25000	38
BACHELOR - TECHNICAL	30000	1	30110 35900/27000	30

	FUNDRAISING /		SOCIAL WORK		COMPUTER PROGR		INFORMATION SY		SYSTEMS ANALYS		ACTUARIAL		AGRICULTURE/NA	
13	21000	3	16213	7	26927	15	23764	16	30544	14				
2			16500	2	27893 42000/22000	62	29311 38400/24000	31	28614 38000/23500	37	31163	8	20307	6

	HUMAN RESRCS /		MANAGEMENT TRA		MATH/STATISTIC		PARALEGAL		RESEARCHERS NO		RESEARCHERS -		TEACHING	
38 20	24478 34000/18000	28	21812 38000/18000	412	14000	1	18314	7	22233	3	24000	1	21384 36000/17800	136
00 00			27424 38000/21000	25	23970	14			19350	2	26925	4	19910	9